

Texas Petrochemicals, LP (Houston, TX)

Approver: LJE

Request:

1. Additional language is requested to show list price of \$5995 and customer ability to buy at current deal discount when this product becomes available. We previously received approval to show list at \$5995, but we need to show discounted price for customer to sign.

Future Products. On or before January 31, 2002, you may purchase the products listed below if such products are available in production release as of the date you elect to add the products to this ordering document. The license fee for such product shall be at the discount specified below off the List License Fees. Upon your exercise of this option and production availability of such future products, Oracle shall ship the products to you pursuant to the Miscellaneous Section above. Such future products are not currently available. You have not relied on potential availability in entering into the payment obligations in this ordering document. Oracle is under no obligation to change current availability. You may acquire technical support from Oracle for such products under the technical support fees and policies in effect when the services are ordered.

| Product | License Type | Quantity | List License Fee | Discount Off of Oracle's List License Fees | Net License Fee |
|-----------------------------|------------------|----------|------------------|--|-----------------|
| Enterprise Asset Management | Application User | 1 | \$5,995.00 | 49.5% | \$3,027.48 |

Previous Request:

1. Worldwide territory with estimated usage.
2. Flatline support for years 2 and 3.
3. To show price for Enterprise Asset Management at \$5995 which should be presented to PDMC in January according to our latest discussions with product team. RevRec will delay booking until the price is approved, but we want to secure business now as customer will purchase solution in December from Oracle or JDE.

Deal Summary:

| Deal Summary | |
|-----------------------|--|
| Product Mix: | Financials, Process Manufacturing, eAM, Procurement, HR/PR, tutor, Business Intelligence, Order Management |
| License Discount | 49.5% |
| Support Discount | 49.5% |
| Support Options/Holds | 0% for 2 years |
| Price Holds | 2 years |
| List License | \$841,475 |
| List Support | \$185,059 |
| Net License | \$448,393 |
| Net Support | \$ 98,647 |
| Net Price | \$547,540 |
| Price List Used | 12-1-2001 |



Justification:

Texas Petrochemical, TPC, is a \$900m specialty chemical manufacturer in Houston, TX, running Ross Systems financials on an Oracle database along with other industry specific niche solutions. TPC is in a growth mode and looking for acquisition candidates at this time

This is a competitive battle with JDE. JDE has a strong presence in the local chemical industry and they are offering an aggressive pricing model in the 60% range. CGE&Y is the evaluation partner and has been very helpful in favorably positioning Oracle.

Houston Majors will get two things from this agreement with TPC:
an excellent reference for process manufacturing
the first eAM client in Houston

This opportunity includes Oracle's new eAM solution, scheduled to ship in Q1 calendar 2002. TPC views this as risky, however, they've agreed to be an early adopter as well as a reference customer upon successfully implementing the solution.

As of this date, December 20,2001, eAM has not been approved by PDMC. Appropriate language will be required in this contract.

Recommendation:

Submitted By: Jeff Shaffer, 713-750-5037

(For HQAPP Use only)

R:

C:

L:

A:

BP: